

Sales Manager – Italy

Our client is a globally active corporate group that for over 130 years has been setting standards in the development and production of innovative high-tech flexible hose system solutions. Their products are indispensable to key sectors such as agriculture, the food and pharmaceutical industries, plastics processing, robotics, and energy technology. With approximately 400 employees across six production plants and 14 sales locations worldwide, they are synonymous with top performance, quality, and sustainable success. To further expand its market position in Italy and drive business success, our client is looking for a dedicated and results-driven Field Sales Manager for the Northern Italy region.

Location: Northern Italy

Job description:

- Acquisition and development of new business partners and expansion of the existing customer base
- Service and support: providing technical assistance and consultancy to customers regarding the company's product range, with a problem-solving approach and by identifying the most suitable solutions for the client
- Managing negotiations for identified opportunities regarding supply, sales prices, delivery dates, and the ability to prepare quotations
- Market research, detailed analysis of trends and patterns within our sector and adding valuable potential to our growing database system
- Effective data management and record keeping and working with our unique reporting systems / structures to communicate activities in your sales area

Requirements:

- Proven track records and solid background in technical sales
- Strong communication and interpersonal skills, with an important focus on customer relationship management.
- Willingness to travel weekly within Northern Italy
- Dynamism, results orientation, and strict punctuality with respect to set objectives
- Fluent command of both Italian and English

What our client offers:

- Growth opportunities in a dynamic and rapidly expanding company
- Full support from management and colleagues, including onboarding training related to the flexible hose industry
- Company car
- Permanent employment contract

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.